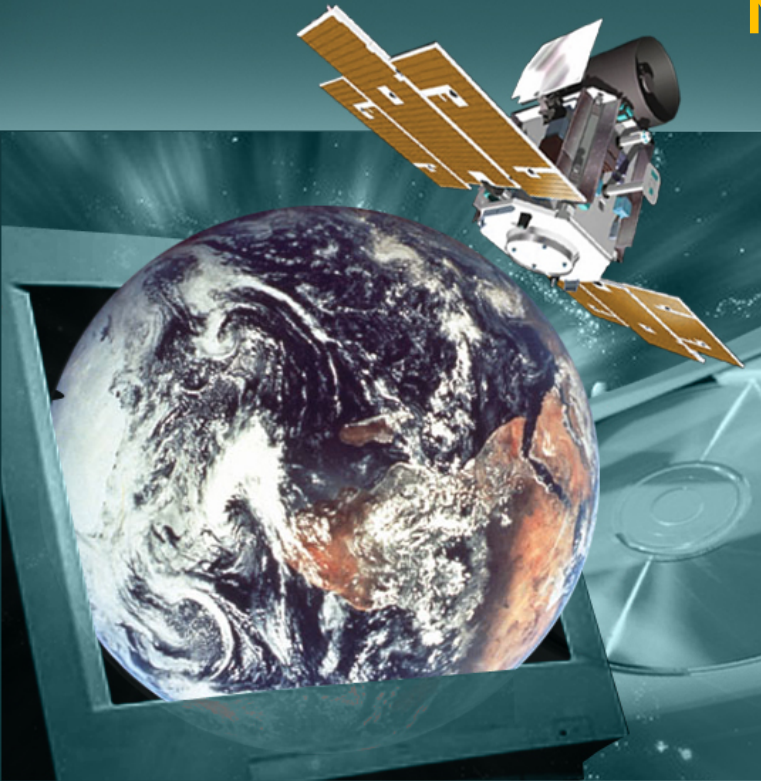# NASA Technology Infusion Road Tour
Clark Atlanta University

STINGER GHAFFARIAN TECHNOLOGIES

Prime Opportunity Briefing

Chemise Smith
Small Business Liaison Officer

March 27, 2018

STINGER GHAFFARIAN TECHNOLOGIES

Achieving Results . . . Exceeding Expectations

SGT PRIMARY PROGRAMS

Core Competencies:

Performing work: (Highly recognized for Engineering Services)

➢ **Engineering**: Spacecraft, Systems and Instruments, Software Engineering, Systems Engineering and Integration

➢ **Scientific Analysis:** Orbital and Global Climate Change Analysis

➢ **Mission Operations:** Human Spacecraft and Weather Operations

➢ **Information technology:** Cyber Security, Enterprise Computing

Supports (6) NASA Centers:

Ames, Glenn, Goddard, Johnson , Kennedy, and Langley

Additional Federal Clients: Dept. of Transportation/FAA, Dept. of Interior, Dept. of Defense, GSA, and National Oceanic and Atmospheric Admin (NOAA)

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WHAT DOES SGT PURCHASE?

❑ Space Flight Hardware and Software

❑ Mechanical Hardware

❑ IT Software Maintenance and Hardware

❑ Engineering Services

❑ Information Technology Services

UPCOMING PROCUREMENTS

SGT releases procurements on an on-going basis. Solicitation periods are short in duration and require Suppliers to be extremely responsive as our customer's needs are constantly changing.

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Initial Preparation:

➢ Establish your strategy and direction. (i.e., Identify core technology strengths, types of opportunities seeking)

➢ Capability Statement – Provide core technical skills

➢ Research and identify Prime Contractors – TO determine if there's value-add to Prime's Federal programs

➢ Contact LB Prime SB Office for an introduction to Business Development team

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Criteria for Consideration:

➢ Relevant work and successful past performance

➢ Niche capabilities specific to SGT programs, and our customer's requirements.

➢ Understanding customer's the mission

➢ Quality assurance industry certifications such as ISO, AS9100, CMMI

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➢ Be familiar with the RFP process, proposal delivery requirements and expectations. Pre planning takes place early before the RFP is released (i.e. Teaming arrangements are developed)

➢ Get to know the Prime's Program Team - Discuss the expectations of RFP (i.e., Scope of Work (SOW), contract commitments, and delivery)

➢ Responsive to the Prime during the development of the proposals, as information/data maybe required.

➢ Prepare for potential long proposal cycle.

➢ As a subcontractor, be familiar with the contract requirements, and identify where you can participate.

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Recommendations:

❑ Ensure Capability Briefing highlights HBCU/MSI's relevant technology expertise, process of how to do business with your University, and designated POC.

❑ Stay engaged with the Proposal Team during the proposals process, as information/data may be required.

❑ As a subcontractor, be familiar with the Program Team and proactive in identifying subcontracting opportunities.

❑ Be responsive to timelines and schedules to meet contract delivery requirements.

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Exceeding Expectations

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Thank you!!